

# **EXHIBIT S**

Message

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**From:** Barton, Lori [/O=PERMATEX/OU=HARTFORD/CN=RECIPIENTS/CN=BARTONLO]  
**Sent:** 5/5/2014 10:45:49 AM  
**To:** Lang, Jim [jim.lang@permatex.com]  
**Subject:** FW: Glass star

Hi Jim,

See Don's note below...Do you know what was up with the Chemence formulation for the windshield repair kit 09103?  
Can Chemence ramp up their performance?

We are seriously thinking of finding alternative sources for the GlassStar SKU's - windshield repair, the windshield/headlight kit, and the bullseye. They are a terrible supplier.

Let me know if you know of any alternate suppliers. I'm helping Na out. Thanks!

LORI BARTON

Planner - Supply Chain

ITW Global Brands

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lori.barton@itwgb.com

**From:** Jones, Don  
**Sent:** Friday, May 02, 2014 4:06 PM  
**To:** Sai, Na  
**Cc:** Barton, Lori  
**Subject:** RE: Glass star

PX moved from Chemence to Glass Star because their product has better performace.

Glass Start tried to pass an increase onto PX over a year ago and we pushed back. He never heard back from Vincent about pricing again.

*Don Jones*

Purchasing

Permatex, a Division of Illinois Tool Works, Inc.

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**From:** Sai, Na  
**Sent:** Friday, May 02, 2014 3:58 PM  
**To:** Jones, Don  
**Cc:** Barton, Lori  
**Subject:** Glass star

Hi Don,

Glass Start have been late on POs lately and complained about they didn't increase pricing for long time.

Attached is a quick analysis I put together to show how much increased (from 5-6%); I would like to ask your feedback since you know them well.

Are they really the cheapest guy on the block? And if the price increase reasonable?

Thanks in advance!

Na Sai – CSCP

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